



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA*

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Technology Assistance Center (TAC) Incubator

Lanham, MD

www.pgcedc.com

Contact: Wanda Plumer, email WLPlumer@co.pg.md.us

New and Noteworthy:

- **NumberOne Technologies**, which provides high-end IT infrastructure management, is working on an IRS modification project, along with IBM and CSC, a leading consulting and information technology services firm. The project will help the IRS to enhance its customer service capabilities.

Maryland Technology Development Center (MTDC)

Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New and Noteworthy:

- **Intronn**, **GeneDx** and **Marligen Biosciences** were featured this month on a panel on "Biotech Entrepreneurship" at the meeting of the Maryland Bio Alliance at the Johns Hopkins Montgomery Center. The three bioscience companies, all at different stages of development, shared stories of their entrepreneurial journeys from technology innovation and fund raising to business development and market penetration.
- **CPA Money Watch** and **Allfirst Bank** held a Venture Capital Roundtable at the Maryland Technology Development Center earlier this month. The discussion featured four venture capital fund managers that discussed "The Current VC Environment – What an Emerging Company Needs to Focus On."
- The **MTDC**, in partnership with Corporate Network Services Inc., held an evening of wine tasting and technology briefings this month. The event features presentations on the latest IT infrastructure.

Technology Advancement Program (TAP) University of Maryland College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New and Noteworthy:

- **Chesapeake PERL Inc.**, a protein manufacturing company that produces complex recombinant proteins, was named one of the “Coolest Companies of the Year” by *Fortune* in the magazine’s special features. The article, entitled “Who Says Technology Has Lost Its Sex Appeal,” featured 13 companies from the United States and five international companies in such areas as media, biotech and communications.
- **Biosurface Engineering Technologies Inc. (BioSET)**, a company that relocated to TAP from Silicon Valley in April, is developing advanced medical device coatings to fight cardiovascular disease, the nation’s biggest killer. BioSET’s coatings are used on devices including stents, grafts and coils that are used to treat aneurysms, congestive heart failure and the hardening of veins and arteries.

Graduate News:

- **Xenotran Corp.**, which designs, manufactures and markets optical fiber delay-line systems, currently is developing a reconfigurable sand table for a Small Business Innovation Research contract with the U.S. Army Corps of Engineers. The sand table will create solid 2’ x 2’ terrain models in under three minutes. Xenotran also is developing a projection system that will project images onto the terrain model surface.

Technical Innovation Center Hagerstown, MD

www.technicalinnovationcenter.com

Contact: Chris Marschner, email: marschnerc@hcc.cc.md.us

New and Noteworthy:

- Susquehanna Bank (SBI) sponsored a Small Business Administration loan seminar at the Technical Innovation Center earlier this month for incubator clients, CPAs and bankers. Using the center’s distance learning capabilities, Paul Lackey of SBI explained the procedures for obtaining an SBA-backed loan, including U.S. Department of Agriculture-sponsored loans. More than 20 people attended the session.

Emerging Technology Center Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New and Noteworthy:

- **VISICU, Inc.**, which is developing advanced technology to revolutionize the delivery of critical care medicine, has signed a contract with the 26-hospital Sutter Health Organization, the first organization in California to implement VISICU’s eICU system. The eICU system uses a telemedicine network to connect critical care patients to a remote eICU command center.
- The **Emerging Technology Center** has wet lab and office space available for start-up life sciences companies at the Harry S. Bard Building at the Baltimore City Community College. Contact Ann Lansinger at (410) 327-9150 for more information.

techcenter@UMBC University of Maryland, Baltimore County

www.umbc.edu/Business/Research

Contact: Walt Schulz, email: wschulz@umbc.edu

New Tenant:

- **Engenium Technologies** – Mike Pascale, president and CEO

Engenium Technologies, which offers systems analysis, concept development, hardware design and software development, has entered the affiliate program at the techcenter@UMBC.

New and Noteworthy:

- Scientific Products& Systems, Next Breath and In Vitro Technologies have been selected to participate in the Kauffman Entrepreneur Internship Program. The program is designed to provide undergraduates with a first-hand learning experience in entrepreneurship through a semester-long internship.
- The **techcenter@UMBC** has added Dr. Jesse Baumgold as its new Biotechnology Entrepreneur-in-Residence. Previously, Dr. Baumgold's spent 11 years with NIH, was an associate professor at the George Washington Medical Center in the Department of Pharmacology, and was founder Receptor Biology Inc., a former tenant at the techcenter@UMBC.
- The **techcenter@UMBC** has incorporated two new business services/resources to enhance its incubator program:
 - Venable, Baejter and Howard will provide legal advice relative to specific business issues.
 - American Express will provide accounting services to help businesses improve their cash management

Howard County Economic Development Authority's NeoTech Incubator Columbia, MD

www.hceda.org/incubator

Contact: Carol Morrison, email: cmorrison@hceda.org

New and Noteworthy:

- **a2z Inc.**'s CEO, Rajiv Jain, was included in the Baltimore Business Journal's "40 Emerging Leaders Under 40." a2z, which develops software used to manage and market trade shows, conferences, seminars and meetings, also was the Small Business Company of the Year in Howard County.
- **RecoveredSTUFF**, an online marketplace of new and used items available through insurers, financial companies and other agencies, has finalized contracts with two companies to implement their product for recovering salvage goods.
- **VOTARA Corp.**, which develops voice-activated technologies for telecommunications systems and the Internet, has gone through several stages of evaluation with MECA, an organization that stimulates investment into minority owned firms. VOTARA is one of 15 finalists for this program from several hundred entries nationwide.
- **Rita Sallam**, CFO of **Business Devices, Inc.**, presented at the Springboard 2002 Venture Capital Conference in North Carolina. Business Devices develops software to simplify Internet connection and collaboration among enterprise applications and devices.

Maryland Business Incubation Association (MBIA)

Angels and Eggs Finalists Announced

Fifteen companies have been selected to present at Angels and Eggs, a new collaborative program between the Howard County Economic Development Authority, the Maryland Business Incubation Association (MBIA), the Maryland Technology Development Corporation (TEDCO) and UMBC. The program's goal is to network companies in Maryland incubators with angel investors through formal presentations by the finalist companies to a panel of angel investors.

The companies are: AgentSmith, Inc. (ETC); Austin Systems, Inc. (MTDC); BioMat Sciences (MTDC); Business Devices, Inc. (NeoTech); Chondros, Inc. (UMBC); Columbia Technologies (UMBC); Difference Engines (NeoTech); DVIP Multimedia Inc. (MTDC); Infinity Pharmaceuticals, Inc. (MTDC); LifeTime Pharmaceuticals, Inc. (TAP); Orthospot, Inc. (MTDC); QVIX Technologies (UMBC); Synergy America, Inc. (MTDC); 20/20 GeneSystems, Inc. (MTDC); Votara Corp. (NeoTech).

Please contact Charina Chatman at (410) 313-6550 or cchatman@hceda.org for more information.

Maryland Technology Development Corp. (TEDCO)

TEDCO Awards \$50,000 to 20/20 GeneSystems from the Maryland Technology Transfer Fund

BALTIMORE (September 9, 2002) — The **Maryland Technology Development Corporation (TEDCO)** (www.MarylandTEDCO.org) today awarded 20/20 GeneSystems \$50,000 through its Maryland Technology Transfer Fund (MTTF) program. The funding will support 20/20 GeneSystems' research at the Maryland Technology Development Center business incubator to develop its proprietary P-FILM™ (Protein-Function Identification Layered Membranes). P-FILM is used to perform analysis of diseases such as cancer, inflammatory and neurological disorders to determine the effectiveness of treatment of those particular diseases.

TEDCO Awards GMA Industries \$20,000 Under Federal Lab Partnership Program

COLUMBIA, Md., (September 18, 2002) – The **Maryland Technology Development Corp. (TEDCO)** has awarded Annapolis-based GMA Industries Inc. \$20,000 under TEDCO's Federal Laboratory Partnership Program (FLPP). The award will allow GMA Industries to work with NASA-Langley's Non-Destructive Evaluation Laboratory to develop a method of testing semiconductor chips using nano-scale probes.

The award from TEDCO will help GMA Industries fund the short-term research and development of its first commercial product for NASA. NASA-Langley's Non-Destructive Evaluation Lab has an atomic force microscope and nano-manipulator, which it makes available to companies on a cooperative basis. Through NASA-Langley's Space Act Agreement, GMA Industries will be using this equipment and working with NASA personnel to refine the process of aligning nanotubes on integrated circuits. GMA Industries' technology will drastically reduce the cost to the government while providing a more reliable assessment.

This award is the first TEDCO has provided for a project involving NASA-Langley Research Center. In April 2001, TEDCO announced the five-year, \$350,000 contract with Technology Commercialization Center (TeCC), NASA's Mid-Atlantic Regional Technology Transfer Center, to foster the commercialization of NASA technologies by facilitating interaction with entrepreneurs and small and emerging technology companies.

Information about the FLPP program and application forms are available on TEDCO's web site at www.MarylandTEDCO.org.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

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